



DROPSUITE LIMITED

(ASX: DSE)

ASX and Media Release

Major Hosting Provider Partner 1&1 IONOS – Further Information

SINGAPORE and MELBOURNE, 22 October 2019: Dropsuite Limited (ASX: DSE) (**Dropsuite** or **the Company**) refers to today's New Partnership with Major Hosting Provider 1&1 IONOS and provide the following clarification and information.

The specific context for today's announcement, was the announcement dated 25 March 2019 ("Dropsuite Partners with Major Hosting Provider"), when we described the partnership with Strato, a major hosting provider in Europe.

The results from the Strato partnership have been highly encouraging and hence we are positive and hopeful on the anticipated results from the partnership with 1&1 IONOS which shares similar commercial terms of one-item set up fee, monthly maintenance fees and recurring revenue sharing arrangements. With respect to these financials, the Company confirms the following:

- no revenue has been received by the Company to date pursuant to the 1&1 IONOS partnership to date;
- Dropsuite anticipates revenue pursuant to the partnership agreement from the end of the month invoicing (plus the one-off set-up fee); and
- at this point in time the revenue amount in and of itself is not material to the Company.

1&1Ionos is one of the largest hosting providers in the world and belongs to the same group (United Internet Group) as Strato, however is more than three (3) times larger than Strato.

Dropsuite has been working on this partnership with 1&1 IONIS for more than three (3) years. In the June Quarterly Activities Update, Dropsuite foreshadowed that an important deal will be launched in Q3, and today's announcement represents this achievement.

Finally, the 1&1 IONOS partnership is strategic from an operational perspective, because Dropsuite's Email Archiving is fully integrated into our partner's infrastructure.

The Company will naturally further update the market, if or when the revenue results from this new partnership become material.

Please note that the previously described press release is found at the following Company website link: <https://dropsuite.com/about-us/press/>

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About Dropsuite

Dropsuite is a global cloud software platform enabling SMBs in over 100 countries to easily backup, recover and protect their important business information. Dropsuite's network of preferred reseller partners has a combined customer reach of millions of small and medium-sized businesses worldwide. Dropsuite partners with some of the biggest global names in the hosting and IT service provider market, including GoDaddy, the world's largest domain name registrar, and Ingram Micro, the world's largest distributor of computer and technology products. For more information please visit: www.dropsuite.com